

THIRD 50 LARGEST BANK CREDIT-CARD ISSUERS IN THE U.S. — 1992

Issuer	State of Issuance	'92 Rank	'91 Rank	Active Accounts	Chg. vs. '91	'92 Rank	'91 Rank	Total Accounts	Chg. vs. '91	'92 Rank	'91 Rank	Credit Cards	Chg. vs. '91	'92 Rank	'91 Rank	Visa Cards	
Puget Sound Bank	Wash.	101	114	82,950	0%	117	108	83,119	-24%	116	104	116,000	-35%	86	77	116,000	-36%
Old Kent Bank	Mich.	102	99	79,752	-21%	103	97	114,224	-23%	106	109	147,877	-9%	119	127	65,928	-1%
Idaho First Bank	Idaho	103	111	79,536	-4%	105	115	110,830	0%	103	114	155,337	-2%	104	122	79,830	+14%
First Citizens Bank & Trust	N.C.	104	116	78,335	-4%	106	113	108,404	-6%	105	110	151,765	-6%	124	135	58,241	-3%
Abbott Bank	Nebr.	105	124	77,952	+12%	102	123	117,147	+21%	101	116	162,370	-4%	110	121	74,357	+6%
Amalgamated Trust	Ill.	106	147	77,646	+52%	108	145	102,762	+49%	102	138	157,171	+47%	247	260	0	0%
Liberty Nat'l	Ky.	107	119	74,625	-1%	100	110	119,400	-1%	90	99	203,200	0%	151	169	40,500	-1%
State Employees CU (CU)	N.C.	108	146	73,503	+43%	114	143	96,487	+37%	115	149	120,600	+37%	93	113	95,700	+20%
Manufacturers & Traders	N.Y.	109	123	71,224	+2%	115	127	96,002	+7%	108	124	138,036	+9%	79	90	138,036	+9%
AFBA Industrial (NB)	Va.	110	new	71,008	+77%	110	new	98,939	+69%	104	144	151,891	+62%	88	new	114,273	+68%
CMAC Capital (NB)	Utah	111	130	70,000	+8%	128	148	75,000	+15%	110	166	135,000	+100%	248	251	0	0%
First Nat'l of Albuquerque	N. Mex.	112	122	69,883	-1%	118	118	91,714	-13%	117	125	114,396	-9%	102	103	85,223	-10%
Central Bank	La.	113	121	68,691	-6%	107	117	104,692	-1%	113	123	125,147	-2%	90	98	102,328	-1%
Texas Commerce	Del.	114	126	66,543	-4%	95	106	126,554	+1%	96	106	180,000	+1%	97	110	90,100	+1%
M&I Bank	Wis.	115	107	65,530	-25%	113	119	97,200	-7%	113	118	125,100	-13%	116	115	70,100	-11%
Valley Bank	Wis.	116	132	63,945	+2%	116	131	93,402	+9%	119	136	113,600	+5%	108	184	75,536	+121%
Trustmark National	Miss.	117	115	63,631	-22%	122	132	80,996	-3%	120	127	112,666	-6%	149	166	42,227	+1%
Zion's First National	Utah	118	135	62,529	+5%	112	126	97,255	+8%	114	130	121,829	+5%	114	140	73,097	+33%
Iowa League CU (CU)	Iowa	119	133	61,224	+1%	124	144	77,537	+17%	123	142	106,195	+9%	161	186	35,740	+5%
Equity Bank for Svgs. (S&L)	Okla.	120	129	60,000	-8%	119	128	91,000	+1%	109	117	136,500	-11%	101	105	87,200	-7%
Union Nat'l	Pa.	121	152	59,884	+24%	123	151	80,563	+25%	98	119	172,273	+22%	103	126	83,868	+24%
Union Planters National	Tenn.	122	136	59,780	+1%	129	138	73,392	-3%	122	135	106,303	-2%	159	173	37,603	-5%
Central Carolina Bank	N.C.	123	141	58,408	+6%	133	156	68,896	+22%	128	154	98,019	+24%	165	224	34,928	+74%
Boeing Employees CU (CU)	Wash.	124	144	58,025	+8%	136	153	67,743	+6%	130	148	93,064	+5%	94	111	93,604	+6%
Nat'l City Bank	Ind.	125	118	58,000	-27%	109	121	102,000	+1%	127	122	99,000	-26%	167	151	34,000	-32%
Wilmington Trust	Del.	126	134	57,920	-3%	130	141	71,782	-4%	137	150	79,806	-8%	182	201	26,001	-1%
Third National	Tenn.	127	127	57,124	-14%	111	124	97,700	+2%	124	132	105,000	-9%	99	101	88,000	-17%
Fidelity National	Ga.	128	131	57,013	-9%	121	133	81,521	0%	126	137	100,707	-7%	96	99	92,894	-8%
First NH Bank	N.H.	129	112	56,418	-33%	120	114	86,955	-22%	131	140	91,037	-13%	135	137	49,797	-13%
Key Federal Savings (S&L)	Md.	130	145	54,533	+5%	134	150	64,863	0%	145	164	66,700	0%	153	167	40,421	-3%
Union National	Kans.	131	138	53,220	-9%	125	135	76,862	-5%	125	134	101,605	-6%	113	114	73,390	-7%
San Diego Trust & Savings	Calif.	132	140	53,173	-6%	127	137	75,434	-1%	133	145	86,652	-5%	171	181	31,640	-1%
Golden 1 Credit Union (CU)	Calif.	133	161	51,414	+29%	140	158	58,677	+9%	141	161	74,046	+8%	111	123	74,046	+8%
Fulton Bank	Pa.	134	148	51,127	-2%	132	147	69,465	+4%	129	147	94,865	+5%	130	147	56,370	+9%
Nat'l Bank of Commerce	Tenn.	135	139	50,127	-14%	131	134	70,472	-13%	136	143	82,041	-15%	169	177	32,536	-12%
First Premier	S. Dak.	136	150	49,054	-2%	145	152	55,648	-7%	148	163	63,224	-7%	170	192	31,889	0%
New Era Bank	N.J.	137	172	49,016	+50%	149	190	51,764	+43%	160	210	56,317	+35%	148	194	43,154	+46%
Teachers Credit Union (CU)	Ind.	138	157	48,106	+10%	141	161	58,273	+12%	139	159	77,765	+11%	115	125	71,895	+6%
Franklin Bank (NB)	Calif.	139	221	46,725	+127%	150	227	47,799	+80%	147	253	64,383	+179%	119	210	64,383	+179%
Dearborn FCU (CU)	Mich.	140	153	45,272	-2%	138	155	59,507	+3%	135	152	83,533	+2%	132	142	53,628	+1%
Branch Banking & Trust	N.C.	141	163	44,700	+10%	126	139	76,000	+1%	118	133	114,000	+1%	164	187	35,000	+6%
Dauphin Deposit & T	Pa.	142	149	43,776	-13%	135	149	63,793	-3%	132	129	89,824	-23%	137	133	47,558	-22%
Security National	Okla.	143	162	42,980	+10%	154	177	45,850	+8%	154	177	58,760	+10%	162	171	35,480	-13%
Iax Navy FCU (CU)	Fla.	144	181	42,738	+55%	143	216	57,138	+80%	161	235	54,423	+76%	155	220	39,517	+88%
American National	Tenn.	145	151	39,757	-20%	137	146	60,726	-12%	142	151	73,271	-12%	200	212	20,223	-12%
First Nat'l Bank	Ohio	146	154	38,427	-17%	155	163	45,511	-9%	150	162	61,948	-9%	122	124	61,948	-9%
Valley National	N.J.	147	156	38,275	-15%	144	154	55,736	-5%	151	160	60,074	-14%	179	185	28,372	-16%
First Nat'l/Great Bank	Ill.	148	213	37,470	+59%	142	205	57,800	+78%	143	200	73,119	+68%	131	172	55,082	+38%
Southern National	N.C.	149	167	37,434	+4%	146	162	53,159	+5%	138	156	79,739	+5%	180	203	27,062	+11%
Standard Federal (S&L)	Mich.	150	164	35,900	-5%	160	176	40,900	-4%	157	170	57,000	-7%	128	131	57,000	-7%
TOTALS THIRD 50				2,893,433	-18%			3,963,593	-19%			5,293,178	-22%			2,965,809	
TOTALS TOP 150				107,009,104	+3%			153,372,651	+10%			214,381,964	+7%			121,365,829	+5%

RANKED BY ACTIVE ACCOUNTS

© 1993 The Nilson Report

'91 Rank	MasterCard Cards	Chg. vs. '91	'92 Rank	'91 Rank	Charge Volume	Chg. vs. '91	'92 Rank	'91 Rank	Outstandings	Chg. vs. '91	
213	224	0	0%	86	98	\$227,898,078	+3%	88	103	\$104,404,468	-1%
89	90	81,948	-14%	104	106	\$182,858,797	-1%	130	127	\$35,004,427	-10%
92	96	78,407	-15%	84	113	\$109,242,124	+25%	82	122	\$110,188,188	+43%
94	97	83,823	-9%	109	121	\$181,915,001	+11%	119	129	\$47,516,891	+2%
87	89	88,013	+3%	106	126	\$172,018,878	+24%	121	144	\$64,717,871	+18%
66	82	157,171	+47%	103	140	\$183,961,870	+69%	106	151	\$84,931,371	+67%
64	66	162,700	0%	110	116	\$159,650,000	+3%	109	119	\$81,900,000	+2%
149	202	24,900	+219%	147	194	\$88,203,600	+55%	131	150	\$54,835,356	+8%
212	227	0	0%	101	114	\$187,186,000	+15%	91	107	\$110,376,162	+8%
125	new	37,618	+47%	83	new	\$242,608,225	+102%	101	new	\$91,265,682	+91%
71	111	135,000	+108%	81	122	\$103,000,000	+40%	165	194	\$31,000,000	+14%
127	149	29,173	-8%	123	133	\$122,938,925	-3%	107	115	\$84,301,602	-7%
152	155	22,818	-6%	120	129	\$134,740,508	+4%	117	125	\$69,732,808	-1%
85	95	89,000	0%	114	124	\$149,484,000	+7%	122	134	\$64,184,000	+4%
106	112	85,000	-14%	86	103	\$198,800,000	0%	136	135	\$50,000,000	-12%
123	102	38,064	-48%	112	127	\$152,996,385	+12%	127	146	\$56,797,080	+5%
95	100	70,439	-9%	137	155	\$100,810,640	+7%	126	138	\$58,285,549	-1%
112	116	48,732	-19%	111	138	\$155,341,325	+33%	116	130	\$71,081,313	+8%
94	113	70,455	+11%	131	154	\$110,972,889	+16%	128	149	\$56,672,333	+11%
111	122	49,300	-16%	126	125	\$119,042,000	-15%	124	139	\$59,879,000	+2%
88	103	88,454	+21%	122	162	\$124,842,636	+43%	111	147	\$78,473,622	+47%
97	107	69,700	0%	119	137	\$135,098,937	+14%	118	141	\$68,031,771	+17%
101	121	63,091	+7%	92	130	\$209,615,065	+62%	85	109	\$141,311,233	+43%
214	229	0	0%	102	135	\$184,492,977	+15%	105	118	\$86,180,480	+5%
97	97	45,000	-25%	133	118	\$110,000,000	-29%	97	102	\$102,000,000	-10%
119	119	53,805	-10%	107	112	\$169,920,464	+2%	120	132	\$64,840,593	+1%
162	182	17,000	+6%	113	146	\$149,900,000	+42%	110	120	\$79,000,000	0%
186	208	7,813	+19%	124	145	\$121,921,181	+15%	99	111	\$100,215,500	+4%
117	128	41,240	-13%	129	123	\$113,394,405	-21%	132	121	\$54,516,704	-31%
144	163	26,279	+4%	164	177	\$66,784,492	-1%	150	162	\$40,457,599	+3%
142	148	28,115	-6%	138	148	\$98,982,853	-3%	148	157	\$40,559,273	-6%
105	120	55,012	-7%	115	120	\$145,702,995	-1%	123	133	\$63,356,260	+1%
216	230	0	0%	140	167	\$95,378,492	+14%	114	137	\$73,278,855	+24%
121	141	38,485	0%	134	151	\$107,304,691	+8%	168	187	\$30,625,583	+1%
110	115	49,505	-17%	128	135	\$114,900,880	-6%	133	136	\$51,968,085	-11%
133	145	31,335	-14%	201	212	\$44,536,529	-3%	206	224	\$18,219,563	+1%
170	191	13,163	+9%	188	222	\$54,347,915	+40%	170	225	\$28,982,904	+63%
192	214	5,870	+151%	130	157	\$111,223,763	+18%	112	128	\$77,091,525	+15%
217	261	0	0%	143	201	\$90,979,443	+72%	129	131	\$56,451,702	-13%
136	153	29,905	+4%	132	142	\$110,026,724	+1%	151	164	\$38,831,867	+1%
90	99	78,000	-1%	118	136	\$138,000,000	+12%	125	145	\$59,000,000	+7%
116	123	42,186	-23%	150	156	\$86,932,402	-8%	157	165	\$35,057,516	-8%
177	185	10,178	-20%	167	193	\$65,520,000	+19%	148	173	\$40,655,000	+23%
166	199	14,906	+49%	172	209	\$61,708,486	+19%	134	176	\$51,635,278	+61%
108	117	53,048	-12%	149	149	\$87,465,400	-12%	145	154	\$42,095,581	-8%
219	231	0	0%	139	150	\$97,804,974	-2%	137	148	\$48,782,695	-4%
130	147	31,702	-12%	153	163	\$76,745,000	-11%	176	183	\$27,054,000	-12%
157	213	18,037	+384%	180	204	\$58,803,531	+12%	138	192	\$43,953,414	+55%
109	125	52,677	+3%	141	164	\$92,617,650	+9%	153	167	\$38,093,461	+6%
223	233	0	0%	159	180	\$69,100,000	+8%	135	153	\$50,000,000	+2%
515,048		-26%			66,451,878,009	-14%			93,159,580,677	-16%	
93,003,835		+10%			\$255,083,040,942	+12%			\$163,060,814,337	+8%	

■ **THIRD 50** (from page 1) ... (101) and Old Kent (102), would have had enough active accounts to make this group five years ago when they would have ranked 149 and 150. As mergers and acquisitions reduce the number of U.S. financial institutions, the third 50 will continue to represent a shrinking share of the bank credit-card market.

Changes this Year. Since year end, the following has already occurred: Integration of Puge Sound's portfolio into parent company Key Bank (54) ... Sale of GMAC Capital's portfolio to Household Bank (7) ... Sale of the business-card portion of Texas Commerce's portfolio to parent Chemical Bank (9) with sale of the remaining portion of the portfolio to Chemical awaiting regulatory approval.

The Top 150. Issuers of Visa and MasterCard credit cards that are among the 150 largest ranked by active accounts at year-end accounted for 87.6% of total credit-card charge volume in the U.S., up from 87.2% at year-end 1991. As a percent of total credit-card outstandings at year-end, they held a 91.4% market share compared to 91.2% in 1991. Of all credit cards with Visa and MasterCard logos in the U.S., this group had issued 91.4%, up from 90.9%. They maintained 88.5% of total Visa and MasterCard credit-card accounts, up from 86.4% in 1991, 91.7% of active accounts up from 90.3%, 88.2% of Visa cards, up from 86.8%, and 95.8% of MasterCard cards, down from 96.8%. Prior issue: 543, 542, 524 □